

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

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(716) 634-9232
Fax (716) 634-3145

June 24, 1997

RJR Account #160600
Mr. B. Donahue
DONAHUE TOBACCO CO.

AUGUST WINSTON B2G2F / PROMOTION #700465

Dear Bill:

WINSTON B1G1F product has been ordered (see quantities listed below), as well as 30 skus of B2G2F sleeves (Item #526982) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

	<u>WINSTON</u>	<u>#/ (6M) Cases</u>
<u>UPC Code</u>	<u>Brand Style</u>	<u>B1G1F</u>
12300-24091	Box	4
12300-24092	Light Box	4
 <u>PO #071497</u>		
<u>Product / Premium Arrival:</u>	<u>July 14, 1997</u>	
<u>Ship Date to Retail:</u>	<u>Week of: July 28, 1997</u>	
<u>SKU CUBE:</u>	1.4360	
<u>SKU WT (w/o Product):</u>	3.7500 lbs	
<u>Retail Sales Offer per Sku:</u>	20 units	
 <u>Billing per Sku:</u>	 4 Full Price Cartons	
 <u>EFT \$ Amount:</u>	 <u>\$708.43</u>	
<u>Non-EFT \$ Amount:</u>	<u>\$N/A</u>	

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B2G2F

DONAHUE TOBACCO CO.

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-2-free sleeves; two (2) buy-1-get-1-free pre-banded units should be placed into the sleeve. Consumer purchases two packs, receives two packs free.

***SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST
SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'***

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$56.00 (2 case(s) @ \$28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: R. Westenberger / 162302

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-WINB2.DOC

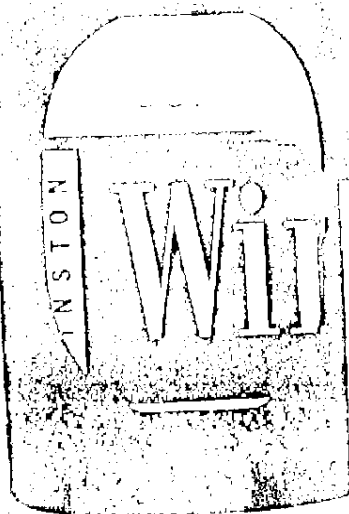
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New package deal on New Winston.

New
Winston

BUY 2,
GET 2

No
additives.
True
taste.



- Introducing new
no-additive Winston
- Totally redesigned
package lets
customers know
Winston is new
inside and out
- Special buy 2, get 2 free
August launch promotion
- New offer in eye-catching
promo package
- Complete national advertising
roll-out will drive traffic



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7100465

WHOLESALE PACKING INSTRUCTIONS

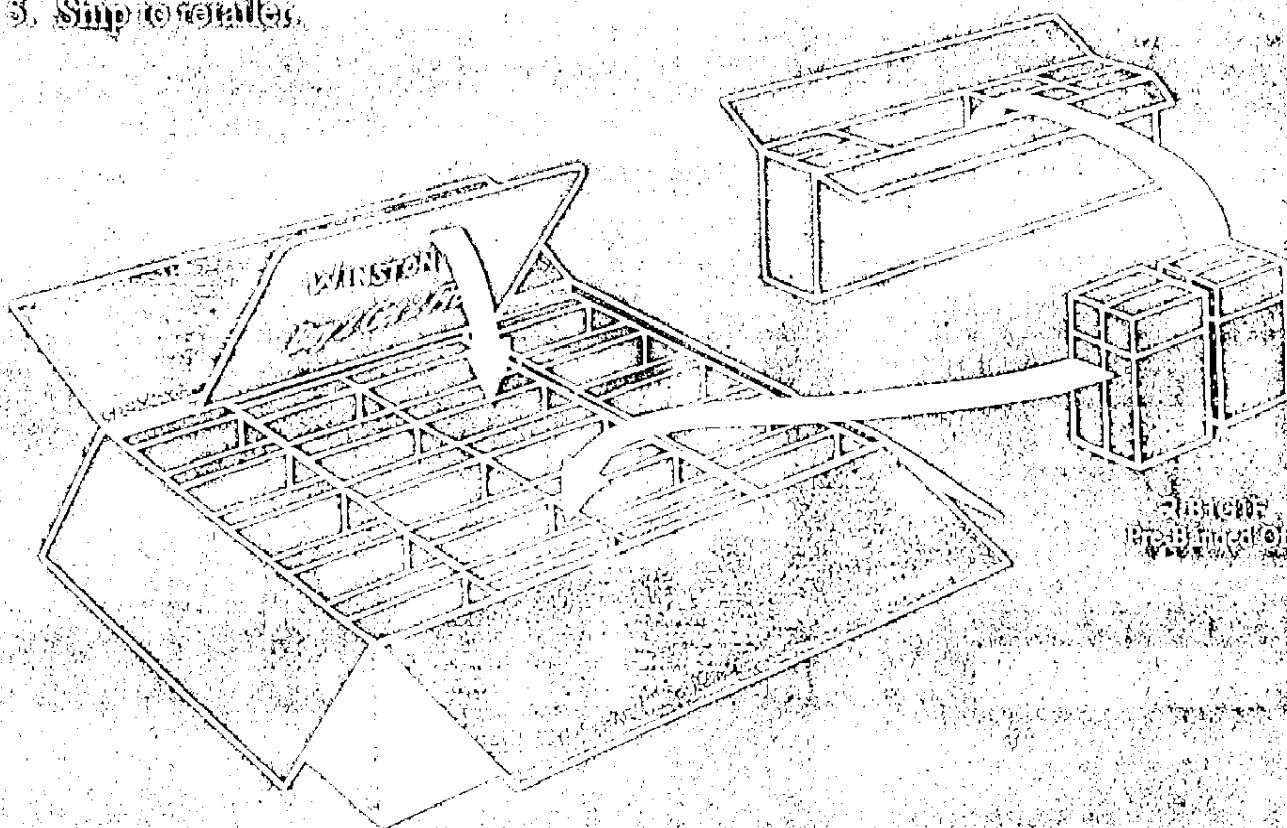
VALUE ADDED PROMOTIONS

Winston B2G2F (Buy 2 Packs Get 2 Packs Free)

STUDPS

1. Open Winston B2G2F shipping case.
2. Place 2 B2G2F offers of the same brand style into each Winston sleeve (each case contains 20 sleeves).
3. Fold display header card down.
4. Close the case.
5. Ship to retailer.

Each white
carton contains 5
prepacked 2 pack
B2G2F offers
size 100's



Item: 7526982

Description: Winston B2G2F Sleeve / PROS CT

Brand Style	WINSTON Box	WINSTON LT Box				
Number of Cartons	4	4				

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WHOLESALE : 160600 DONOHUE CANDY & TOB., INC. <DIRECT>
TEMPLATE : 700465 70800 WIN AUG B2G2F
TEMPLATE SEQ : 0012
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162201		684091	NORTHERN BORNE	MAIN STREET	LONG LAKE	NY	12847	1				(518) 624-3271
162302	162320	176627	EDDIES GROCERY	82 BOULEVARD ST	HUDSON FALLS	NY	12839	1				(518) 747-3277
162302	162320	177009	JACOB & TONEYS IGA	157 MAIN ST	WARRENSBURG	NY	12885	2				(518) 623-3850
162302	162320	177018	MOOREWOOD IGA	MAIN STREET	NORTH CREEK	NY	12853	1			906941	(518) 251-2775
162302	162320	177035	HARTFORD IGA	ROUTE 40	HARTFORD	NY	12838	1				(518) 632-5291
162302	162320	177038	SCOTTIES VARIETY	20 MAIN ST	GRANVILLE	NY	12832	1				(518) 642-9889
162302	162320	250716	BONFARE	RT 9 SARATOGA AVE	S GLENS FALLS	NY	12803	1				(518) 798-4781
162302	162320	573906	ZAFAR DAR & SONS PE	122 AVIATION RD	QUEENSBURY	NY	12804	1				(518) 792-3110
162302	162321	640167	ZENATH PETROLEUM	278 BROADWAY	HUDSON FALLS	NY	12839	1				(518) 747-8503
162302	162320	670993	FAITH ENTERPRISES	EXIT 23	LAKE GEORGE	NY	12845	1				(518) 623-3707
162302	162320	705930	B&R GETTY	MAIN STREET RT. 9	S GLENS FALLS	NY	12803	1				(518) 793-4715
162302	162320	748814	RUTH'S MINI MART	84 MAIN ST	S GLENS FALLS	NY	12803	1				(518) 798-9291
162304	162321	176607	CORINTH NEWS	118 MAIN ST	CORINTH	NY	12822	2				(518) 654-6031
162304	162321	392637	GETTY MART	RT 50 & BROOKLINE	BALLSTON SPA	NY	12020	2				(518) 885-2538
162304		699058	CORINTH MOBIL	132 MAIN ST	CORINTH	NY	12822	1				(518) 654-9993
162304	162321	699172	22 PETROLEUM, INC.	2429 STATE ROUTE	BALLSTON SPA	NY	12020	1				(518) 899-6271
162304	162321	724732	GETTY MART #58704	253 MILTON & PROS	BALLSTON SPA	NY	12020	2				(518) 884-9533
162305	162322	579471	N&H GROCERY	218 LARK ST	ALBANY	NY	12210	1				(518) 436-0484
162305	162326	748840	STOP-N-GO	222 S PEARL ST	ALBANY	NY	12202	1				(518) 463-2869
162306	162325	634314	HAMADA MART INC.	95 CONGRESS STREE	TROY	NY	12180	1				(518) 275-0514
162306	162326	686763	GM PETROLEUM	RT 9 & 20	EAST GREENBUSH	NY	12061	1				(518) 477-9129

PAGE BREAK TOTAL ACCOUNTS 21 TOTAL QUANTITY 25

TEMPLATE TOTAL ACCOUNTS 21 TOTAL QUANTITY 25

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07/30/97

ACCOUNT NUMBER: 160600 DONOHUE CANDY & TOB.
VOUCHER NUMBER: 15363208 114 MIDDLE AVE
DATE WRITTEN: 07/30/97 SARATOGA SPRINGS , NY 128
STATUS: PAID
AMOUNT PAID: 56.00 SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	2.00	56.00

EXPLANATION: AUGUST: WINSTON B2G2F #700465/SR 162302

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